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Message Text

UNCLASSIFIED

PAGE 01 KUALA 04799 270615Z
ACTION COME-00

INFO OCT-01 EA-12 ISO-00 AGRE-00 CEA-01 CIAE-00
DODE-00 EB-08 FRB-01 H-02 INR-10 INT-05 L-03
LAB-04 NSAE-00 NSC-05 PA-02 CTME-00 AID-05 SS-15
STR-07 ITC-01 TRSE-00 ICA-20 SP-02 SOE-02 OMB-01
DOE-15 FTC-01 /123 W
----------004446 270621Z /13/75
R 260847Z MAY 78
FM AMEMBASSY KUALA LUMPUR
TO SECSTATE WASHDC 4656
INFO AMEMBASSY BANGKOK
AMEMBASSY JAKARTA
AMEMBASSY MANILA
AMEMBASSY SINGAPORE

UNCLAS KUALA LUMPUR 4799

C O R R E C T E D C O P Y (TEXT CORRECTED)

E. O. 11652: N/A
TAGS: ETRD, EINV, MY
SUBJ: JOING VENTURE OPERATIONS IN THE ASEAN REGION

REF: STATE 128808

1.. EMBASSY BELIEVES THAT SINGAPORE GOVERNMENT PARTICIPATION IN THE JOINT VENTURE WITH THE U.S.COMPUTER MANUFACTURER

WOULD NOT CONSTITUTE AN OBSTACLE TO OPERATIONS OF SALES OF THE JOING VENTURE PODUCTS (COMPUTER SERVICES) IN MALAYSIA. IN FACT, A PROVISION IN THE GUIDLINES FOR INDUSTRIAL COMPLMENTATION PROJECTS STATES THAT COPORATIONS OWNED 51 PER CENT BY NATIONALS OF THE ASEAN MEMBER COUNTRIES WILL BE ALLOWED TO JOIN IN INDUSTRAIL COMPLEMENTATION PROGRAM. THIS DEFINITION OF AN ASEAN COPORATION COVERS ONLY NEW COPORATIONS SINCE EXISTING COMPANIES ARE EXEMPTED FROM
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THIS RULING. THE ASEAN NATIONAL CORPORATION, ONCE ACCREDITED BY THE ASEAN GOVERNMENT CONCERNED, SHOULD BE ABLE TO ENJOY A MUCH LARGER POTENTIAL MARKET FOR ITS PRODUCTS BY HAVING SPECIAL TRADE AND PROCUREMENT PREFERENCES THROUGHOUT THE ASEAN REGION.

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2. ACCORDING TO MARKET SOURCES, MARKET POTENTIAL
FOR COMPUTER SERVICE IS GOOD. IBM, ICL, NCR,
UNIVAC BURROUGHS, DATA GENERAL, HEWLETT-PACKARD,
ETC. ARE WELL-ESTABLISHED IN THE MALAYSIAN MARKET.
THESE FIRMS SELL COMPUTER HARDWARE AS WELL AS
COMPUTER SERVIDES. THE MAJOR SECTORS USING COMPUTERS
AND PERIPHERAL EQUIPMENT, AND THEREFORE COMPUTER
SERVICES, LISTED IN ORDER OF IMPORTANCE ARE:
BANKS, GOVERNMENT, MANUFACTURING, PUBLIC UTILITIES,
EDUCATION, COMMUNICATINS, SERIVCES.
MILLER

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NNN

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, JOINT VENTURES, COMPUTERS, TECHNOLOGICAL EXCHANGES
Control Number: n/a
Copy: SINGLE
Draft Date: 26 may 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
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Disposition Case Number: n/a
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Disposition Reason:
Disposition Remarks:
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ISecure: 1
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 06e4b695-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Review Release Event: n/a
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SAS ID: 2553352
Secure: OPEN
Status: NATIVE
Subject: JOING VENTURE OPERATIONS IN THE ASEAN REGION
TAGS: ETRD, EINV, MY, US
To: STATE
Type: TE
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